

Farmington – Real Fundraising is pleased to announce that Jonathan H. Spinner, the firm's president, will be a presenter at the Connecticut Association for Non-Profits this coming summer on July 20.

The three-hour program – *Staffing the Development Office* – will focus on the specific key problems affecting different sized not-for-profit organizations' development offices.

The program will be held at the Association's offices in Hartford beginning at 9 a.m. and concluding at 12 noon. Please contact the Association for registration information.

Jonathan H. Spinner, Ph.D. has been involved in the not-for-profit world for 37 years in executive and fundraising positions with small agencies and national and international organizations. Now President of Real Fundraising, a consulting firm for not-for-profit organizations specializing in development operations, Dr. Spinner's unique personal history allows him to understand the fundraising challenges facing all kinds of agencies as well as the need to respond to organizational problems beyond fundraising.

Dr. Spinner has managed capital and endowment campaigns from the micro to the monster, and has personally raised millions of dollars in face-to-face solicitation. His unique training approach for boards and campaign solicitors has proven to be thought-provoking and highly successful for all kinds of organizations, with personal interaction and hands-on availability. Dr. Spinner was chairman of the Connecticut Philanthropy Day Conference in November, 2008, and frequently speaks at various conferences in New York and New England.

What is Real Fundraising?

Real Fundraising is a Connecticut-based consulting firm that focuses on providing real solutions to the real fundraising problems of not-for-profits in Connecticut, regionally, and nationally. The firm specializes in major gift program, feasibility studies, capital and endowment campaigns, and board training and education. Real Fundraising has sponsored and co-sponsored various conferences, workshops, and seminars to assist the not-for-profit world in raising funds and awareness more effectively.